

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 NIC-01 AGR-20 CIAE-00

INR-10 NSAE-00 RSC-01 TRSE-00 SS-20 STR-08 NSC-10

DRC-01 /108 W

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R 211122Z NOV 73

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 7865

UNCLAS BELGRADE 5231

PASS COMMERCE

E.O. 11652: N/A

TAGS: ETRD, BTRA, YO

SUBJECT: MAJOR PROJECTS: YUGOSLAV PULP/PAPER MISSION TO US AND
CANADA

REF : BELGRADE 3309

1. IN COURSE OF COMMERCIAL CALL NOVEMBER 21, EMBOFF INFORMED BY
RATKO POPOVIC, PRESIDENT YUGOSLAV ASSOCIATION PULP/PAPER PRO-
DUCERS, THAT YUGOSLAV PURCHASING TEAM PLANS TO VISIT US/CANADA
DECEMBER 12-27 TO NEGOTIATE LONG-TERM CELLULOSE SUPPLY CONTRACTS.
YUGOSLAVS SEEKING 40,000 TONS ANNUALLY FOR NEXT FOUR YEARS:
ESTIMATED VALUE DOLS 12 MILLION ANNUALLY. HERETOFORE,
YUGOSLAVS HAVE HAD SUPPLY ARRANGEMENTS WITH CANADIAN MANUFACTUREERS
BUT POPOVIC EXPRESSED STRONGINTEREST IN MAKING PURCHASES IN U.S.

2. POPOVIC SAID YUGOSLAVS ARE SEEKING BOTH SULPHATE AND SULPHITE
BLEACHED CELLULOSE OF BRIGHTNESS 88-92 AND DRYNESS 90. ACCORDING TO
POPOVIC, TEAM UNDER ORDERS TO STAY IN US/CANADA UNTIL IT HAS
MADE FIRM SUPPLY ARRANGEMENTS.

3. POPOVIC WOULD LIKE NAMES/ADDRESSES/CONTACTS US FIRMS INTERESTED
IN THIS BUSINESS. REQUEST COMMERCE NOTIFY POTENTIAL US SUPPLIERS
TEAMS IMPENDING ARRIVAL AND FURNISH EMBASSY WITH INFO REQUESTED
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BY POPOVIC.EMBASSY WILL PROVIDE ADDITIONAL INFO ON MAKEUP OF

TEAM AND ITINERARY AS SOON AS AVAILABLE.

4. ALTHOUGH EMBASSY REALIZES CELLULOSE IN SHORT SUPPLY WORLDWIDE,
WE BELIEVE COMMERCE ASSISTANCE TO THIS GROUP DESIRABLE
FROM STANDPOINT FUTURE YUGOSLAV-US BUSINESS RELATIONSHIP,
AS DISCUSSED REFTEL.
TOON

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